



U.S. TRADE AND DEVELOPMENT AGENCY

# Foreign Project Sponsor Information



## OUR MISSION

“The work of development is much broader than development aid. The vast majority of financing for development comes not from aid, but from trade and domestic capital and foreign investment... So, to be serious about fighting poverty, we must be serious about expanding trade.”

**PRESIDENT GEORGE W. BUSH**  
**MARCH 22, 2002**



Thelma J. Askey, Director  
U.S. Trade and Development Agency

**T**he U.S. Trade and Development Agency (USTDA) helps project sponsors in developing and middle-income countries have access to U.S. expertise in the planning and development of priority infrastructure projects and related capacity-building activities. We seek to identify projects that promote economic development and represent an opportunity for the application of U.S. goods, technology and services during the implementation phase.



# What is USTDA?

USTDA is an independent U.S. Government Agency, funded by the U.S. Congress, and part of the U.S. Government's foreign assistance team.

## What are USTDA's objectives?

Our aim is to advance economic development in developing and middle-income countries by providing foreign project sponsors with access to U.S. technology and expertise as they seek to advance important development objectives.

## What types of projects does USTDA support?

USTDA provides grant funding for the planning of projects that support the development of a modern infrastructure and a fair and open trading system. USTDA-funded studies help determine the technical, economic, and financial feasibility of a project. They also help to promote environmentally-sound project development at an early stage. USTDA also provides grants for technical assistance necessary to complete a project, to open markets in various sectors, or to conclude and implement agreements reducing trade barriers.

While USTDA activities span a wide variety of sectors, many focus on energy and power, transportation, mining and minerals develop-

ment, telecommunications, environmental infrastructure and services, and health care.

## On what eligibility factors are USTDA grants based?

For USTDA eligibility, projects must:

1. Be likely to receive implementation financing and have a procurement process that allows U.S. firms to participate;
2. Be a development priority of the country where the project is located and an investment priority of the project sponsor; and
3. Represent potential for commercial cooperation with American companies.

## With whom does USTDA work?

USTDA provides grants directly to foreign project sponsors.

A foreign project sponsor is the local entity with the decision-making authority and ability to implement a project. The sponsor may be a government institution at the national, state/provincial, or local level, or it may be a local private sector company.

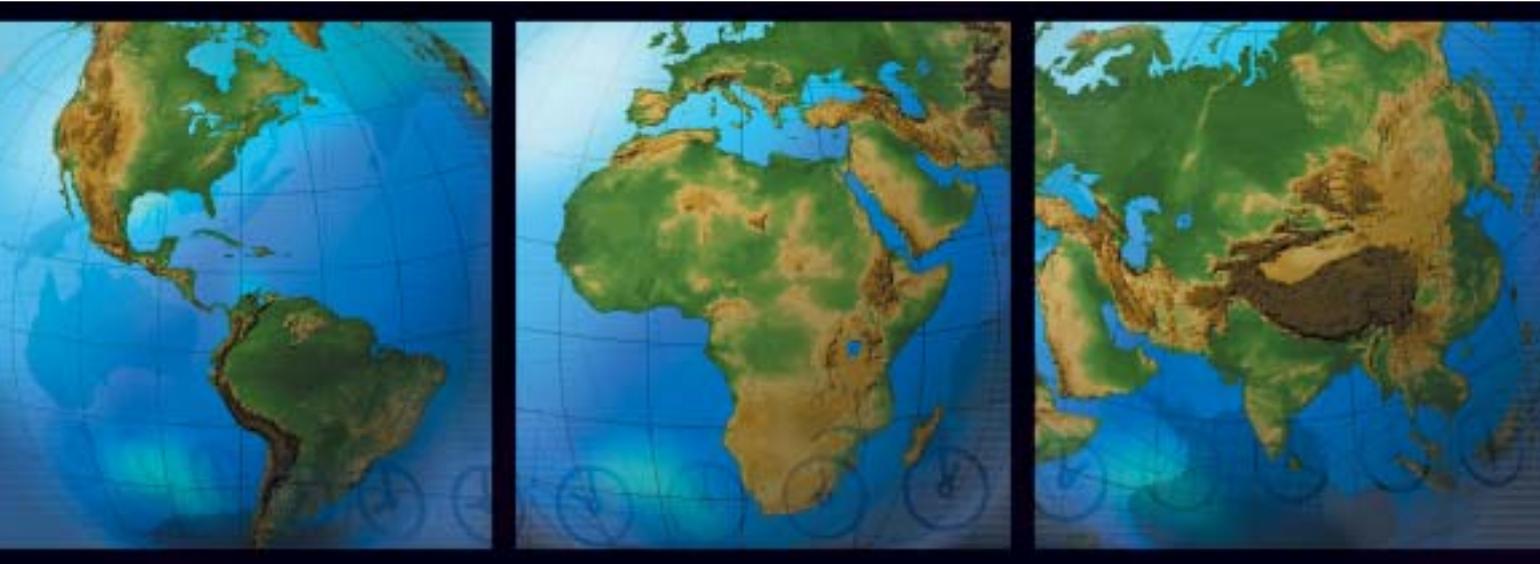
USTDA is open for business in more than 100 nations in Africa & the Middle East, Asia, Central & Eastern Europe, Eurasia, and Latin America & the Caribbean.

## What types of activities does USTDA support?

USTDA accomplishes its mission by supporting early project planning activities, including technical assistance, feasibility studies, project definitional missions and the organization of orientation visits and workshops/conferences.

### TECHNICAL ASSISTANCE

USTDA funds technical assistance related to the evaluation or implementation of projects. In some instances, USTDA technical assistance supports tender preparation, the negotiation and implementation of trade agreements, and the establishment of industry standards and regulations.



### FEASIBILITY STUDIES

Feasibility studies evaluate the technical, financial, legal, and economic aspects of a development project and are the “nuts and bolts” of infrastructure project planning. Potential investors and lenders require the completion of such studies prior to proceeding with a project.

### ORIENTATION VISITS

Orientation visits offer foreign project sponsors the opportunity to come to the United States to see first hand U.S. products in operation that they can use to achieve their development goals.

### WORKSHOPS / CONFERENCES

USTDA sponsors regional and/or sectoral conferences to provide foreign project sponsors with face-to-face contact with U.S. firms and entities that have technology and expertise that may be useful in implementing a project.

### How much money is available?

Each year, USTDA funds approximately 125 studies. The average USTDA grant is \$400,000.

### How does the approval process work?

USTDA's due diligence review of a proposal involves two steps. First, USTDA staff conducts an internal review to determine whether the proposal satisfies basic requirements. Second, proposals that satisfy this internal analysis are then reviewed by technical specialists whom USTDA hires to conduct an independent assessment. This analysis is called a Desk Study if it is conducted in the United States and a Definitional Mission if it involves travel by the specialists to the country or region involved.

### How does the grant process work?

If USTDA approves funding for a feasibility study, it signs a Grant Agreement with the foreign project sponsor (the Grantee). The Grantee then signs a contract with the U.S. company it has selected, usually on a competitive basis, to conduct the study. Both the Grant Agreement and the contract contain the Terms of Reference that outline the parameters of the study.

## Who pays the U.S. contractor?

The Grant Agreement is signed by USTDA and the Grantee. The U.S. contractor works under its contract with the Grantee and submits its invoices to the Grantee. Once the Grantee is satisfied, the invoices are approved and forwarded to USTDA, which then pays the contractor directly.

## What are the responsibilities of the Grantee?

The Grantee is responsible for managing the study, including the review of invoices, and providing some limited administrative support.

## Do USTDA Grants have to be repaid?

USTDA funds are grants, not loans. Grantees are not required to repay the USTDA grants they receive.

## How is a project brought to USTDA for consideration?

If you are developing a project or initiative that you would like USTDA to consider for possible grant funding, you should begin by:

1. Contacting the appropriate USTDA Regional Director or Country Manager for your region (see staff listing); or,
2. Communicating with the commercial or economic officer, or USTDA representative, at the U.S. Embassy in your country.

To formally initiate USTDA consideration of a project, a project sponsor should direct its request to USTDA. In cases where a specific U.S. company has been identified as a partner or preferred supplier on the project, the U.S. company submits a separate, detailed proposal to USTDA. There is no set deadline for projects to be considered.

## How do I contact USTDA?

To contact the appropriate Regional Director or Country Manager at USTDA for your country, please call 703.875.4357, fax 703.875.4009, or e-mail [info@tda.gov](mailto:info@tda.gov). You can also visit our website at [www.tda.gov](http://www.tda.gov).



USTDA grants help foreign project sponsors achieve important development goals. Pictured above is the ribbon cutting ceremony for a USTDA-funded project in the chemicals sector in the Czech Republic.

## Where is USTDA located?

USTDA is active in every region of the world. The agency is headquartered in the Washington, D.C. area in Arlington, Virginia. In addition, USTDA has representatives in Turkey, South Africa and Thailand to promote the Agency's program throughout Eurasia, Sub-Saharan Africa and the Asia-Pacific region.

## What other U.S. Government Agencies can I contact?

- U.S. & Foreign Commercial Service  
[www.usatrade.gov](http://www.usatrade.gov)
- U.S. Department of Commerce, International Trade Administration  
[www.ita.doc.gov](http://www.ita.doc.gov)
- Overseas Private Investment Corporation  
[www.opic.gov](http://www.opic.gov)
- Export-Import Bank of the United States  
[www.exim.gov](http://www.exim.gov)
- U.S. Agency for International Development  
[www.usaid.gov](http://www.usaid.gov)

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\*Contractor working for USTDA

“Open trade fuels the engine of economic growth ... creates new jobs and new income in the United States and around the world...

America will lead — toward freer trade, toward wider and more lasting prosperity for ourselves and for the world.”

**PRESIDENT GEORGE W. BUSH**



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